

A MESSAGE FROM THE STATE DIRECTOR



RUSSELL WYRICK
N.M. State Director



For the past 27 years, the New Mexico Small Business Development Center (NMSBDC) Network has made a meaningful difference in the lives of New Mexicans, and the communities we call home. The NMSBDC's 19 service centers, 7 satellite offices and 35 experienced small business experts know what it takes to help business thrive, and have developed our programs into a key driver of economic growth for New Mexico. Starting a small business can be challenging, the information the new entrepreneur needs to know if they are going to be able to successfully compete with the big guys can sometimes be overwhelming. As you can imagine, risking hard earned savings to start a new business venture takes vision and determination, it also takes the know-how to do it right, unfortunately the answers are not always easy find. That's why more than 3,000 New Mexico residents, reach out to the NMSBDC each year for the expertise and hands on assistance needed to start and grow. Helping new entrepreneurs achieve the dream of business ownership is just part of the NMSBDC's impact on our state.

Annually, the NMSBDC assists hundreds of New Mexico's existing small businesses with the technical management expertise needed to succeed, grow and ultimately reach that next level. When our small businesses grow, new jobs are created, jobs that are more likely to stay right here in New Mexico, because it's home to the entrepreneurs who created them. You may have heard the news that New Mexico is breaking records in regards to international trade growth. The NMSBDC's International Business Accelerator (IBA) has played a significant role in facilitating this trade growth across the globe. The IBA has developed the reputation as New Mexico's one-stop shop of resources for New Mexican entrepreneurs wishing to introduce their products or service into the global market. Since 2008 the NMSBDC Procurement Technical Assistance Program (PTAP), has had a huge impact on facilitating New Mexico's small businesses access to government procurement opportunities. Providing training and business counseling to more than 1089 small businesses resulting in those businesses to be awarded government contracts in the amount of over \$180,000,000.

As you can clearly see from all of the program efforts I've mentioned above, the NMSBDC is out to make a meaningful impact on the economic wellbeing of our clients and our state. Of course, none of this would be possible without the strong support of our partners. Through the financial support of the State of New Mexico, the US Small Business Administration, the US Defense Logistics Agency and higher education institutions across the state, the NMSBDC is able to help our clients at no charge, which means many New Mexico residents who would otherwise be unable to afford this valuable assistance are able to access the professional expertise they need to compete and WIN. I invite you to browse through our annual report, review the impressive statistics and read about just a few of the small business owners we've had the privilege of working with this past year. These business owners are being recognized for their success and the impact they have on their communities. To the NMSBDC helping New Mexico's entrepreneurs succeed is more than a mission, it's truly a passion and I can honestly say that I've never seen a team so dedicated to the communities and the great state they serve.

NMSBDC NETWORK PROFILE



NEW MEXICO SMALL BUSINESS DEVELOPMENT CENTER NETWORK

6401 Richards Avenue
Santa Fe, NM 87508-4887
800.281.7232 or 505.428.1362
www.nmsbdc.org

EXPERIENCE

The New Mexico Small Business Development Center Network (NMSBDC) was established in 1989 through a partnership with the US Small Business Administration, the State of New Mexico, the New Mexico Association of Community Colleges, and the New Mexico Association of Independent Community Colleges. The NMSDC Network State Office is located on the campus of the Santa Fe Community College in Santa Fe, NM. The program provides no cost business consulting and low cost business training to all NM entrepreneurs. The 20 NMSBDC service centers and 4 satellite offices are strategically located throughout the state of New Mexico. The highly skilled NMSBDC staff is comprised of 64 business professionals with over 873 years of combined small business management and ownership expertise. The pride and dedication of the consultants shines through with over 540 combined years of service with the NMSBDC Network. The International Business Accelerator, located in Santa Teresa, NM, is a one-stop shop of resources for New Mexican businesses and individuals wishing to introduce their product or service into the global market. The Procurement Technical Assistance Program is dedicated to counsel, train and assist New Mexico business owners to obtain government contracts, thereby advancing both entrepreneurship and economic growth in New Mexico.

EDUCATION

The consultants of the NMSBDC have earned over 46 Bachelor's Degrees, 21 Masters Degrees and 2 Doctoral Degrees from colleges and universities all over the nation, from the University of New Mexico to the University of Notre Dame.

AREAS OF EXPERTISE

Accounting	Business Plan Development	Feasibility Studies	Legal/Contractual	Finance
Economic Development	International Trade	Capital Formation	Technology	Gov't Procurement
Quality Management	Strategic Planning	Human Resources	Manufacturing	Real Estate
Wholesale	E-Commerce/Websites	Franchising	Career Planning	Marketing
Retail / Sales /Analysis	Social Media Research			

ACHIEVEMENTS

The NMSBDC was once again honored by the Association of Small Business Development Centers with complete and full accreditation status. The ASBDC represent the collective interest of all members through a comprehensive Malcolm Baldrige based accreditation process. This process ensures the delivery of nationwide educational assistance to strengthen small business management, thereby contributing to the growth of local, state, and national economies.

The SBDC at the University of New Mexico - West was recognized with the NMSBDC Job Creator of the Year award for their outstanding achievements in small business development in their community. Our SBDC at Northern New Mexico College received the NMSBDC Center of the Year award for its exceptional processes and overall contribution to the mission and vision of the NMSBDC Network.

The ASBDC recognized Harsh Hariyani, Administrative Assistant III of the SBDC at UNM-West, at the National Convention in San Francisco, CA as the 2015 New Mexico State Star.

With the support of the New Mexico Legislature, U.S. Small Business Administration, U.S. Department of Defense, our post-secondary host institutions and all of our economic development partners, the NMSBDC has achieved all of the goals set out for this fiscal year.

NMSBDC ACTIVITIES

Our 2015 Results in the Region & Statewide. Brought to you by the New Mexico Small Business Development Center Network

NMSBDC AREAS OF ASSISTANCE PROVIDED



Area of Consulting	Total FY 15
Business Accounting/Budget	96
Business Plan	541
Buy/Sell Business	134
Cash Flow Management	39
Customer Relations	45
eCommerce	14
Engineering R&D	18
Financing/Capital	338
Franchising	9
Government Contracting	74
Human Resources/Employee Mg't	48
International Trade	5
Legal Issues	161
Managing a Business	450
Marketing/Sales	342
Start-up Assistance	1,137
Tax Planning	124
Technology/Computers	19
Other	7
Total Start Up Assistance	1137
Total Existing Business Assistance	2464

JOBS CREATED AND RETAINED FY 2015



	TOTAL JOBS CREATED	RETAINED
TOTAL FY 2015	1,419	442
July 1989 to Sept. 2015	26,367	5,254
SBDC	977	217
PTAP	260	194
IBA	82	31

CAPITAL FORMATION



	Amount	No. of Bus
Total FY 2015	\$30,960,154	289
July 1992 to September 2014	\$734,901,596	5,179
TOTAL #	\$765,861,750	5,468

NEW BUSINESSES CREATED



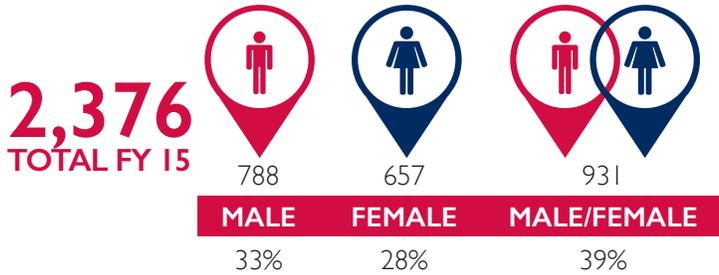
Time Period	No. of Bus.
Total FY 15	198
July 1991 to September 2014	8,566



Program	Cents Served
SBDC	2,376
PTAP	604
IBA	53

CLIENT ACTIVITY 2015

CLIENT GENDER



CLIENTS SERVED

3,254
TOTAL FY 15



TYPE

Veterans	290
Hispanic	865
Caucasian	1,857
African American	95
Native American	147

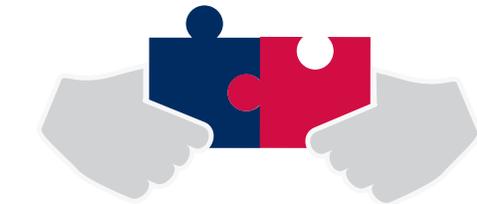
INDUSTRIES SERVED



Type	Total FY 15
Retail	217
Service	626
Wholesale	16
Manufacturing	135
Construction	116
Other	1,266
Total Clients Served	2,376

SEMINARS AND WORKSHOPS

PROGRAM	TOTAL FY 15	ATTENDEES
SBDC	381	3,855
PTAP	60	1,466
IBA	57	3,363
TOTAL	498	8,684



PROCUREMENT TECHNICAL ASSISTANCE PROGRAM

2008 to PRESENT

943 # of Prime Contracts	\$158,464,781 Dollar Value of Prime Contract Awards
146 # of Subcontracts	\$26,114,580 Dollar Value of Subcontract Awards

TOTAL \$184,579,361

INTERNATIONAL BUSINESS ACCELERATOR

EXPORTS
\$43,789,264

IMPORTS
\$5,595,780

BUSINESSES STARTED
74

JOBS CREATED & RETAINED
744

EQUITY INVESTMENTS
\$50,751,948

